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Russian S.F.S.R.

Russian Socialist Federal  
Soviet Republic

New York

[1919?]

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**Russian Socialist Federal  
Soviet Republic**

BUREAU  
*of the*  
REPRESENTATIVE *in the* UNITED STATES of AMERICA

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COMMERCIAL DEPARTMENT

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WORLD'S TOWER BUILDING  
110-112 WEST 40TH STREET  
NEW YORK CITY

Telephone: BRYANT 2747

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## Russian Socialist Federal Soviet Republic

### Bureau of the Representative in the United States of America

#### Commercial Department

THE COMMERCIAL DEPARTMENT of the Representative of the Russian Soviet Government is organized for the purpose of making purchases in the United States of all goods required by the Russian Soviet Republic, and for the sale of Russian goods in the United States. The nationalization of the export and import trade by the Russian Government places the entire foreign trade of the country in the hands of the central purchasing institutions, under the Supreme Council of National Economy in Moscow, and of its representatives in foreign countries.

The foreign trade of Russia, in the year 1913, amounted to 1,374 million rubles in imports and 1,520 million rubles in exports, of which the United States secured 79.1 millions in imports and 14.2 millions in exports, the bulk of Russian trade going to Germany, Great Britain, Holland and France. Now, however, there is excellent opportunity of diverting the stream of Russian trade to the American market. The United States is in a particularly favorable situation to replace Germany and Great Britain in the markets of Russia; she has some of the goods required practically in stock, ready to be shipped; she has the factories, the men, the raw material.

Products of American manufacturers will have to meet, in Russia, topographical, geographical and climatic conditions, which, in many respects, are similar to those of America, rendering articles prepared for the American market readily adaptable to Russian needs and requirements. For example, American agricultural machinery, such as tractors, gang plows, harvesting machines, etc., answer admirably Russian require-

ments; American mining machinery, road-building machinery, etc., will meet in Russia almost the same conditions as here; and shoes, clothing, automobiles, typewriters—these products which characterize American methods of manufacture—are equally adaptable to Russian conditions.

As soon as trade relations with Russia are resumed, the Soviet Bureau will easily become the biggest import and export institution in the country. We are organizing to meet such a condition. We shall have departments under competent directors to deal with every branch of industry. We shall follow modern business methods in the establishment of standards of quality and value. For goods measuring up to those standards we shall be ready to pay a price corresponding to their actual worth. We are not out for shoddy or sweat-shop products. Our instructions, naturally, are to buy goods made under trade union conditions, and we are going to carry out these orders not only because of the general identity of the Russian Republic with the interests of labor, but because we believe that the resources of the world are sufficient to afford an equal opportunity for all to live without exploitation. The quality of our products should not reflect improper working conditions. We shall not buy, for example, anything made by child or convict labor. If the cost of goods manufactured under proper working conditions is going to be higher than those under sweat-shop conditions, we are willing to meet it.

We are ready to receive bids from manufacturers of various products, and to place orders with them as soon as export licenses to Petrograd or Riga can be secured for our purchases. We are in the market for all kinds of manufactured goods. In the first place, we need railway equipment. This branch of purchasing is in charge of a special department under the direction of Professor Lomonosoff. Vast supplies of railway material for Russia are already stored in the United States, ready to be shipped as soon as the present unnatural situation changes. Secondly, we require agricultural machinery, tools, electrical supplies, automobiles and trucks, drugs and chemicals, shoes and clothing, foods suitable for export, excepting grain, and a thousand and one other things which are made in America and can be used by civilized communities.

The Russian Soviet Government is prepared to pay for

6 April, 1920 - C.R.W.

its purchases in a manner which will make the trade independent of the depreciated value of the ruble. First, it is ready to place \$200,000,000 in gold in banks abroad as soon as trade relations are established. Second, there are large stores of raw materials in Russia, such as flax, hemp, bristles, hides, furs, platinum, precious stones, etc., ready for shipment to the American market. The value of these exports will go toward balancing the imports into Russia. Nor will the Russian purchases be limited to \$200,000,000. Need of important products is far greater at this time than before the war. Not only are we confronted with the problem of rebuilding that which the war devastated, but Soviet Russia wants to build up a greater and more developed country than Russia ever was. The Revolution elevated large masses of the people to a higher social standard, and every man, woman and child in Russia today is a potential customer for many articles which were never used in the past.

Facilities for shipping goods to Russia can easily be obtained. Russia herself has a good many large vessels which are now in the hands of various Allied governments, or tied up in Russian ports, but which will, of course, be available as soon as relations are established. It is also clear that with little foreign trade with the Allied nations at present, a good deal of American tonnage may be available for Russian trade.

While we are primarily interested in the shipment of goods to Baltic ports, we expect that as soon as Allied troops are withdrawn from Russia the ports on the Black Sea will become available. The Russian Government in improving its transport facilities between the interior and these ports. Thus there is no insurmountable difficulty to prevent America from establishing profitable trade relations with Soviet Russia.

It is paradoxical, perhaps, but nevertheless it is true, that Soviet Russia, which has been looked upon for a long time as lost to international trade, offers today greater possibilities in this respect than does any other country in the world. It is only necessary to look upon the situation from the point of view of actual facts, rather than passionate, indiscriminate prejudice. America is hurting herself by maintaining a blockade against Russia. The present situation is unnatural. Normal conditions can not be reached without cable communication, without passenger traffic, and without an exchange of products between

the two countries. The solution of the problem is simple and lies with the American people. Put an end to the blockade, get in touch with the great country in the East. Actual intercourse and economic relations should be the touchstone of investigation of Soviet Russia.

The following are lists of articles imported into Russia from the United States in the years 1916 and 1917, and articles in Russia available for export.

#### ARTICLES (EXCEPTING MUNITIONS) EXPORTED TO RUSSIA FROM THE UNITED STATES IN 1916 AND 1917

- Abrasives
- Agricultural implements
- Aluminum, and manufactures of
- Brass, and manufactures of
- Breadstuffs
- Brushes
- Buttons
- Cars, carriages, other vehicles and parts of:**
  - Aeroplanes
  - Automobiles, pleasure and commercial
- Cars, passenger and freight, and parts of:**
  - For steam railways
  - Motorcycles, bicycles
- Chemicals, drugs, dyes and medicines
- Cocoa and chocolate
- Coffee
- Copper, and manufactures of
- Cotton, and manufactures of:**
  - Cloths
  - Wearing apparel
  - Knit goods
- Dental goods
- Electrical machinery, appliances and instruments:**
  - Dynamos and generators
  - Insulated wire and cables
  - Motors, meters, transformers
  - Telephones
- Fibres, vegetables and textile grasses, and manufactures of
- Fruits and nuts
- Furs and fur skins
- Glassware

Grease, soap stock and other  
India rubber, manufactures of  
Instruments and apparatus for scientific purposes

**Iron and steel, and manufactures of:**

Bars or rods  
Bolts, nuts, rivets and washers  
Builders' hardware  
Car wheels  
Cutlery, horseshoes, etc.  
Enamelware

**Machinery, machines, and parts of:**

Air compressing machines  
Cotton gins  
Elevators  
Engines, gasoline, steam and other  
Laundry machines  
Mining machinery  
Printing presses  
Pumps and pumping machinery  
Sewing machines  
Refrigerating machinery  
Shoe machines  
Textile machinery  
Typesetting machines, linotypes, etc.  
Typewriting machines  
Wood working machines, and other

Nails and spikes  
Pipes and fittings  
Radiators and coils  
Rails  
Railway track material  
Safes  
Sheets and plates, iron and steel  
Structural iron and steel  
Tin plates, terneplates and taggers tin  
Tools  
Wire and woven fencing  
Lamps, chandeliers, and other  
Lead, and manufactures of

**Leather and tanned skins, and manufactures of:**

Boots and shoes  
Harness and saddles  
Locomotives

**Meats and dairy products:**

Tallow, lard  
Condensed Milk  
Naval stores

Nickel, and manufactures of  
Oils, mineral and vegetable  
Paints, pigments, colors and varnishes  
Paper, and manufactures of  
Paraffin and paraffin wax  
Pencils  
Phonographs, etc.  
Photographic goods  
Plumbago or graphite  
Roofing felt and similar material  
Shoe findings  
Soap  
Starch  
Sugar and molasses  
Tin, and manufactures of  
Tobacco

**Wool and manufactures of:**

Wearing apparel, and other

**Zinc, and manufactures of:**

Spelter  
Sheets, ship, boiler plates

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**ARTICLES IN RUSSIA AVAILABLE FOR EXPORT**

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**Breadstuffs:**

Barley  
Eggs  
Oats  
Rye  
Sugar  
Wheat

**Bristles**

**Chemicals, drugs, dyes and medicines:**

Fusel oil  
Lactarene  
Licorice root

**Feathers and Down**

**Fibers, vegetable and textile grasses:**

Flax  
Hemp  
Laces and embroideries

**Fish and caviar**

Furs  
Hair  
Hides and skins

Leather and tanned skins

**Meats and meat products:**

Game  
Sausage casings

**Minerals:**

Platinum  
Precious stones  
Manganese

Oils, vegetable

Potash

Rennets

**Seeds:**

Red clover  
Sugar beet  
Flax

**Vegetables:**

Mushrooms  
Whalebone

**Wool:**

Hair of camel, goat, alpaca  
Carpets and rugs

Wood, and manufactures of.

**Russian Exports in 1913**

Bread and foodstuffs.....	839.8
Raw materials .....	561.
Animals .....	34.4
Manufactures .....	84.8

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1,520 million rubles

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